

Message Text

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PAGE 01 CARACA 08755 031452Z
ACTION ARA-14

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E.O. 11652: NA
TAGS: BEXP, BENC, VE
SUBJECT: PROPOSED NATIONAL CONSTRUCTORS ASSOCIATION IOGA
TRADE MISSION TO VENEZUELA

REF: (A) CARACAS 8649, (B) STATE 203535

SUMMARY: EMBASSY GENERALLY CONCURS IN PROGRAMMING THIS PROPOSED
TRADE AND TECHNOLOGY MISSION TO VENEZUELA IN LATE OCTOBER. WILL
TEST RECEPTIVITY FURTHER IN NEXT SEVERAL WEEKS. DECISIONMAKERS
LISTED. EMBASSY REQUESTS ADDITIONAL BACKGROUND PARTICIPANTS'
INTERESTS IN VENEZUELA. SUGGESTS SCRUBBING VONSTRUCTION
EQUIPMENT TRADE MISSION AND PLASTICS EQUIPMENT TSS. END SUMMARY.

(1) EMBASSY GENERALLY CONCURS IN PROGRAMMING THIS TRADE AND
TECHNOLOGY MISSION OT VENEZUELA IN LIGHT OF POSITIVE COMMENTS BY
MINISTER LAURIA AND CORPOZULIA PRESIDENT CHUMACEIRO, AS WELL AS
OUR GENERAL FEELING NOW SHARED BY DAS MORAN THAT AMERICAN
ENGINEERING FIRMS ARE NOT PROMOTING ACTIVELY ENOUGH IN VENEZUELA.
(CARACAS REFTEL). TIMING FOR TRADE MISSION DURING LAST WEEK OF
OCTOBER LOOKS GOOD BUT ADVANCE TEAM SHOULD PROGRAM TRIP TO COINCIDE
WITH PRESENCE IN VENEZUELA OF EMBASY PROJECT OFFICER WHO WILL BE
ACCOMPANYING CHUMACEIOR TO THE UNITED STATES THE END OF SEPTEMBER.

(2) EMBASSY ORIGINALLY RECOMMENDED THIS TYPE OF HIGH-LEVEL TRADE
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AND TECHNOLOGY MISSION AIMED AT CORPOZULIA ALONE. EMBASSY COMFORTABLE
WITH EXTENDING PROGRAMMING TO INCLUDE CORPORACION VENEZOLANA DE
GUAYANA. EMBASSY LESS COMFORTABLE WITH PROSPECTS FOR SUCCESSFUL
PROGRAMMING IN CARACAS BUT WILL TEST RECEPTIVITY FURTHER DURING
COURSE OF NEXT FEW WEEKS BEFORE ARRIVAL OF ADVANCE TEAM.

(3) FOLLOWING ARE THE DECISION-MAKERS WITH WHOM MISSION AS A GROUP

SHOULD MEET:

MINISTER OF THE PRESIDENCY CARMELO LAURIA.
MINISTER OF ENERGY AND MINES VALENTIN HERNANDEZ.
MINISTER OF DEVELOPMENT LUIS ALVAREZ DOMINGUEZ.
MINISTER OF ENVIRONMENT AND RENEWABLE NATURAL RESOURCES ING.
ARNOLDO JOSE GABALDON.
MINISTER OF TRANSPORT AND COMMUNICATIONS ING. JESUS ENRIQUE VIVAS
CASANOVA.
PRESIDENT OF CORPORACION VENEZOLANA DE GUAYANA (CVG) DR. ARGENIS
GAMBOA.
PRESIDENT OF PETROLEOS DE VENEZUELA GRAL. RAFAEL ALFONZO
RAVARD.
PRESIDENT OF CORPOZULIA DR. FERNANDO CHUMACEIRO.

EMBASSY WILL ALSO DISCUSS POSSIBILITY OF GROUP MEETINGS WITH
COLLEGE OF ENGINEERS OF VENEZUELA AND VENEZUELAN CONSULTING
ENGINEERS ASSOCIATION AND/OR USE THEM TO HELP ARRANGE INDIVIDUAL
APPOINTMENTS WITH THEIR MEMBERSHIP. BREAKFAST MEETING WITH
VENEZUELAN-AMERICAN CHAMBERS OF COMMERCE DOUBTFUL INASMUCH AS
CHAMBER HAS NEVER SHOWN ANY PARTICULAR INTEREST IN MAJOR PROJECTS
UP TO NOW. EMBASSY QUESTIONS PURPOSE OF CALL ON MINISTER OF
FINANCE WHO NOW IS LUIS JOSE SILVA LUONGO.

(5) GIVEN THE TIGHT TIME SCHEDULE AND THE UTTER CHAOS IN THE
MAIQUETIA AIRPORT TERMINAL, EMBASSY STRONGLY URGES CHARTERING AN
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AIRCRAFT TO FLY OUT OF LA CARLOTA (CARACAS) FOR THE CORPOZULIA AND
GUAYANA TRIPS.

(6) IN ORDER TO AVOID ANY INADVERTENT SLIPS IN ARRANGING ONE-ON-ONE
CONTACTS, EMBASSY WILL NEED TO KNOW IDENTITY OF LOCAL FIRMS WITH
WHICH MISSION PARTICIPANTS ARE PRESENTLY COOPERATING OR HAVE
COOPERATED IN THE PAST, AND ON WHICH PROJECTS. EMBASSY AWARE OF
SOME, BUT CERTAINLY NOT ALL, OF THE APPROACHES MADE BY THESE FIRMS
TO SECURE VARIOUS PROJECTS HERE AND WILL NEED TO HAVE BETTER DETAILS
AS TO SPECIFIC PROJECTS NOW IN THEIR SIGHTS AND WHICH GOVERNMENT
OFFICIALS HAVE BEEN CONTACTED IN THE RECENT PAST.

(7) GIVEN THE HIGH-LEVEL OF PARTICIPANTS AND THE LARGE BUSINESS
POTENTIAL OF THIS MISSION, PLEASE GIVE CONSIDERATION TO SCRUBBING
THE REID ROSS CONSTRUCTION EQUIPMENT TRADE MISSION AND THE PLASTIC
PRODUCTION EQUIPMENT TECHNOLOGICAL SALES SEMINAR.
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Disposition Case Number: n/a
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